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The San Diego REALTOR®



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What's Happening at SDAR • February 2011

TEMPO GOES TOKENLESS

On January 19, Sandicor began rolling out Clarity Scout, the new authentication system which replaces the key fobs/security tokens.

At the end of 2010, Sandicor announced plans to upgrade to a new security initiative designed to provide optimum protection for your MLS and customer data by preventing unauthorized access and account sharing. In addition to improved security that ensures data doesn't end up compromised, members also have the benefit of revenue assurance – this means making sure everyone using the MLS is participating in the cost of providing the service.

Scout for SafeMLS is designed to not only provide security, but also convenience. Scout uses keystroke dynamics, which provides MLS subscribers the freedom of security without the use of a key fob/security token as in the past.

All Tempo MLS subscribers will gradually be converted to this new authentication system by means of a new system login page that appears when logging in to Tempo™ or Fusion MLS. When this occurs, you will be walked through a short enrollment process comprised of three confidential questions, as well as setting up a new password. This enrollment process occurs only once. In addition, you will no longer be able to save your login ID, as this technology involves login recognition and will require you to type your user ID and password with each login.

After completing the enrollment process, your token should be disposed of as you would a battery or other small electronic waste. **Do not dispose of it in the trash.** You may drop your old token off at any of SDAR's five locations and we will recycle it for you.

Please note: The new login screen utilizes Adobe Flash. This is a common program that is required by numerous sites and a majority of computers are already equipped with it. However, you may need to download the latest version the first time you attempt to log in.



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Visit www.sdar.com to register or call 858-715-8000 for more information.





PRESIDENT'S PERSPECTIVE

I don't pretend to have a crystal ball, but I do share statistics and patterns which help us form opinions on the future of real estate locally. As the year progresses and more information becomes available, I expect to have many more opportunities to share the REALTOR® perspective with media outlets.

The C.A.R. meetings consist of several days of back-to-back committee meetings and breakout sessions, but are very worth it as they serve as a two-way communication platform with the state. The state association shares important updates with the directors selected to represent each association, and we in turn provide our perspectives on the market in our respective areas. SDAR is fortunate to have more than thirty active REALTORS® attending these meetings and reporting back to

If one word could describe my first month as president, it would have to be: Busy! Since my installation I have been on the go. In addition to my regular SDAR meetings, I have been meeting with media outlets and attended the California Association of REALTORS® (C.A.R.) business meetings at the end of January.

My meetings with the media have been very positive thus far. The media is hungry for information about the market and where it is headed this year.

our Board of Directors on all issues that could impact our business. I would like to thank all the directors who volunteer their valuable time to attend these meetings.

I would also like to express my appreciation to everyone who attended the New 2011 Laws class on February 10. This class is a popular one, and we were fortunate to have Gov Hutchinson (C.A.R. Legal Counsel) come to San Diego to provide important updates on laws that change the way we business. Moreover, your attendance also supports our local political action committees (PACs), which are vital to our industry. I am a strong proponent of our legislative advocacy and encourage all members to contribute to our PACs.

The January sold listing data shows a

slowing in sales since last month. Sales of detached properties decreased 31 percent since December, and 15 percent for attached properties. The median sales price for both types of properties decreased as well, but only slightly. Turn to the center pages for a full breakdown on January sales data.

I hope the year is off to a good start for you. If you aren't swamped with business right now, I encourage you to attend some of our upcoming classes and, of course, the Spring Real Estate Summit on March 11.

Sincerely,

Bob Kevane



AFFILIATES

Continue protecting the housing market and support your Association by Advertising!



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To start off, I am pleased to welcome all the new members of SDAR. Your choice to join SDAR was a wise one, and I am sure you will be very pleased with all the services and benefits we have to offer. Our staff is here to serve you and make sure you get the most out of your membership, so please don't hesitate to call.

Speaking of new members, I am pleased to announce that the San Diego County Commercial REALTORS® recently voted to merge with SDAR. This means that we will now have a commercial division and expand our offerings in the areas of commercial classes, events, and legislative advocacy. We will also

be adding commercial sections to our publication and website in the coming months. On behalf of SDAR's leadership, I would like to thank Jim Taylor and others who helped facilitate this joining of our associations.

If you aren't familiar with the SDAR Ambassadors Foundation, we have the perfect event coming up that will allow you to learn more and have fun at the same time. For the first time we are holding a wine tasting to benefit the Ambassadors Foundation, which helps San Diego Police Officers achieve the dream of homeownership. We have a dozen wineries confirmed for the event already and expect to add more.

Save Friday, April 1 (no joke) on your calendar from 7:00 to 10:00 p.m. for this great event. Check your email for more information in the near future.

Lastly, I hope to see you on March 11 at the Spring Real Estate Summit, "Best Practices in Today's Market." We have assembled a panel of brokers who will share the latest in best practices in the areas of risk management, technology, and more. Visit www.sdar.com and click on "Events" for more information and to register before it sells out. Also, we are providing you the opportunity to submit questions for our panelists ahead of time. Submit your ques-



MICHAEL T. MERCURIO

tions and be entered into a drawing to win 2 FREE tickets to the event.

Enjoy the rest of this short month.
Sincerely,

Michael Mercurio

BOARD OF DIRECTORS HIGHLIGHTS OF JANUARY 2011 MINUTES

- The Board of Directors approved the reappointment of members to serve on the Short Sale Task Force: Cory Shepard, Chair; Chris Anderson, Bruce Bourdon, David Cabot, Rick Hagen, Mark Marquez, Jacqueline Oliver, Pete Solecki, Mike Spilger, and Ann Throckmorton.

- President's Report:** Bob Kevane welcomed the new 2011 Board of Directors. Kevane and CEO Mike Mercurio reported that the San Diego County Commercial Association of REALTORS® voted to merge with SDAR. Their association will bring their 200 members to SDAR and a new non-profit organization will be formed. They will have a seven-member board with their chair as an ex-officio member of SDAR's Board of Directors. SDAR's president will be a member of their board.

- President-Elect's Report:** Donna Sanfilippo indicated that her schedule is already busy and that she will report monthly to the board.

- Vice President's Report:** Cory Shepard noted that the Short Sale Task Force will be meeting soon, and that he will report on its progress in coming months.

- Sandicor Report:** Sandicor Director Charles Jolly reported that Fusion MLS is up and running, and that topics to be discussed by Sandicor in the near future include the Fannie Mae issue of additional compensation, and the selling of data which allows others to appear as the listing agent.

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JANUARY REALTOR® APPLICANTS

The following people have applied for membership in the San Diego Association of REALTORS®. Any objections to the admittance should be addressed in writing to the Membership Committee, San Diego Association of REALTORS®, P.O. BOX 85586, San Diego, CA, 92186-5586.

Designated REALTORS®

Dean Allen - Dean Allen
 Luis Almaraz - Del If Real Estate
 Alfred Atallah - Royal Properties, Inc.
 Susan Ayers - Susan Ayers
 Donald Bazille - DB Management
 Howard Berkson - RPAC
 Genevieve Billings - Billings Prop. Mgmt. & Real Estate
 Thomas Carroll - Carroll And Co.
 Nabil Chehade - Hillside Realty
 James Chiavatti - Coastal Pacific Realty
 Jack Corwin - Trend Real Estate, Inc.
 Douglas Du Carme - Coastal Investments
 Kevin Gioia - Retopia
 Russell Haley - Russell Christopher Haley
 Kevin Hall - Kevin Hall, Broker
 Michael King - Equity Kings
 Robert Mahlowitz - Robert M. Mahlowitz
 Thessy Onyenemedum - Atesa Properties, Inc.
 Ashley Panahi - Panahi Services
 Steve Raghanti - Capital Realty Specialists
 Mike Rakowski - Rakowski Realty & Rentals
 Jose Ruiz - 1st United Realty
 Alan Shera - Shera Realty Co.
 Bartley Spitzmiller - Green Street Property Mgmt.
 Dallas Voss - Dallas Voss Realty
 Steven Zamora - Steven Zamora
 Louis Zonta - Louis R. Zonta

REALTORS®

Patrick Ahern - Prudential California Realty
 Yalda Alawi - Solutions Real Estate
 Abe Amyer - Prudential California Realty
 Javier Anareta - Prudential California Realty
 Michael Arduino - Century 21 Advantage
 Eleanor Aylesworth-Warsh - ZipRealty, Inc.
 Deana Bagdasar - Royal Properties Inc.
 Susan Barksdale - Executive Realty Firm
 Charles Berge - Windermere Exclusive Properties
 Eugenio Bernal-Ibarra - ZipRealty, Inc.
 Julie Bernardi - Century 21 Award
 Juta Birkenthal - Al Mare Realty
 Jedidiah Bratt - Tidal Realty
 Allison Brekke - Century 21 Award
 Steven Brooks - Coldwell Banker Res. Brokerage
 Erin Burk - Redfin Corporation
 Nancy Campbell - Steve Richards Realty
 Mark Carpersen - Keller Williams Carmel Valley
 Marie Cecil - Century 21 Award
 Kaili Chang - ADW Realty
 Jeannie Chau - Advance Realty Premiere Prop.
 Willy Chow - Allegro Realty & Mortgage
 Yolanda Christensen - Engel & Volkers La Jolla
 Minerva Cooke - Keller Williams SD Metro
 Thomas Cordasco - Utopia Mortgage & Real Estate
 Nakkia Dakota - San Diego Rent Finders, Inc.
 Richard Daniels - Realty Source, Inc.
 Jennifer Dawson - Stonegate Realty & Mortgage
 Huda Diab - Realty Executives Dillon
 Chris Doheny - Keller Williams Realty
 Christine Douheret - Burke Real Estate Consultants
 Hadar Elbaz - Keller Williams Realty La Jolla

Jeffrey Elden - RPAC
 Aaron Evans - Jonathan Mann
 James Fiero - Pacific Sotheby's Int'l Realty
 Luis Flores - Keller Williams SD Metro
 Marta Fowler - Willis Allen Real Estate
 Sandra Ghanem - Vineyard Realty
 Lori Good - Century 21 Award
 Leah Greenwood - Ascent Real Estate
 Jonathan Guevara - Prudential California Realty
 Julianna Haase - Keller Williams Realty
 Jessica Hagewood - Real Estate EBroker, Inc.
 Theresa Hidalgo-Judis - Atlantic & Pacific Real Estate
 Lincoln Horton - Lincoln Horton
 Daniel Howard - RIMCo
 Darren Iba - Classic Realty
 Ash Ibrahim - Mountain Trust Realty Services
 Daryl Jackson - Keller Williams Realty La Jolla
 Gunmit Jaspal - Pacific Sotheby's Int'l Realty
 Tanya Jensen - Coldwell Banker Residential
 Jason Johnson - Coldwell Banker Residential
 Oscar Johnson - Century 21 Award
 Alfonso Johnston - Coldwell Banker Residential
 Marcy Jorgensen - Real Innovate Realty
 Virginia King - Prudential California Realty
 Traci Kingren - Keller Williams SD Metro
 Yuzana Kyaw - Prudential California Realty
 Hung La - James Lee & Associates
 Andrew Lambo - Century 21 Solymar
 Robert Lansdowne Rock Solid Real Estate Co.
 Mary Ann Laterza - Robert Voris, Broker
 Huan Le - Providential Investments
 Leonor Lindemann - Meridian Realty
 Maria Lopez-Flores - 4Star R.E. and Asset Mgmt.
 Joseph Lydon - LKM Realty Corp.
 Maria Mekus - Keller Williams Realty La Jolla
 David Mercado - Ashton Realty
 David Mitchell - LT Real Estate Investment
 Yuko Mitchell - Prudential California Realty
 Martha Morfin - New Era Home Financial Group
 Erick Morgan - TPM Realty
 Linda Jean Mosvick - La Jolla REALTORS®
 Robbin Newlin - New Century R.E. Group, Inc.
 Peter Oriol - Weichert, REALTORS® Elite
 Leroy Patton - Century 21 Award
 Zivile Powers - Keller Williams Carmel Valley
 Kathleen Rafaat - Prudential California Realty
 Deborah Raleigh - Billings Prop. Mgmt. & Real Estate
 Michael Raleigh - Billings Prop. Mgmt. & Real Estate
 Ivan Ramirez - Coldwell Banker Royal Realty
 Luis Ramirez - Prudential California Realty
 Cherry Reyes - Prudential California Realty
 Brandon Richards - Keller Williams Realty
 Meghan Riva - Prudential California Realty
 Julie Rivers - Prudential California Realty
 Mario Roberts - Century 21 Award
 Rubia Ronquillo - Clark Henry
 Diane Ross - Prudential California Realty
 Vicente Salinas - Allison James Estates & Homes
 Erin Savitch - Coldwell Banker Residential
 Nikki Schiffman - Youness Real Estate Services
 Leron Schraibman - Burke Real Estate Consultants
 Ken Schwartz - KM Realty, Inc.
 Dalia Sevilla - Pacific Sotheby's Int'l Realty
 Jeff Solis - Prudential California Realty
 Lauren Sparks - SD Homes
 Robert Sparks - Century 21 Award
 Shelby Stanfill - Keller Williams El Cajon
 Pei-Pei Taylor - Cabrillo Mortgage & Realty Services
 Pete Tomaszek - Redfin Corporation
 Shawn Tran - Newtek Realty & Mortgage
 Nelia Urbano - Coldwell Banker Premier

Karyn Vest - Coldwell Banker Country Realty
 Michael Wallace - Dana Horne Realty
 Omer Weiss - Evergreen Realty & Associates
 Kelli Williamson - Rusin Realty
 Vicki Wynn - Century 21 Award

Secondary Members Designated REALTORS®

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 Jeff Douglass - Windermere Signature Properties
 John Hector - John Hector Realty
 Timothy Leingang - Americorp Financial & Realty
 Andre Lujan - Shore Capital Corporation
 Sunil Mehta - Real Estate Xperts
 Brett Miles - Brett Miles
 James Morrison - SD, REALTORS®
 Edward Noonan - Ed Noonan Realty
 Jean Rouse - Rouse Realty
 Maya Swamy - G & R Realty

REALTORS®

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 Colleen Barnhart - Coldwell Banker Residential
 Jennifer Bennett - Coldwell Banker Residential
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THE DEPARTMENT OF REAL ESTATE BILINGUAL OUTREACH AND ADVOCACY TEAM

In order to better address the needs of consumers, the Department of Real Estate announced last summer the creation of the Bilingual Outreach and Advocacy Team (BOA). The DRE created this special unit to assist the non-English-speaking consumer who has been a target of real estate or mortgage fraud, has questions about the real estate law, or needs assistance in filing a complaint. The BOA is also actively involved in public outreach activities in underserved communities.

The BOA serves all of Southern California and is part of the Los Angeles South Regional Office. The unit is overseen by District Manager María Suárez and is comprised of certified bilingual staff, Amelia Núñez, Edgar Sarmiento, Ray Gino Dagnino, Jesús Muñoz, Paul Mim Mack, and Veronica Kilpatrick. The BOA is proactively attending Scam Stopper town hall meetings, general real estate information forums, and, in partnership with Univision, participated in real estate telethons. In addition, the BOA currently has a monthly segment on Radio Luz FM 105.3, a Sacramento-based radio talk show. These partnerships make up a forum to cover issues and topics that are relevant to non-English-speaking consumers. Additionally, the BOA is tasked to act as interpreters to translate correspondence and provide input for the "En Español" section of DRE's web site.

This unit is charged with timely investigating complaints involving an array of real estate misrepresentations and real estate fraud. In sum, the BOA is dedicated to assist, educate, and advocate for those individuals who are not able to effectively access or maneuver through the process of obtaining government assistance and intervention. To this end, the DRE is committed to providing opportunities for all California residents to have easy access to services and to promote consumer protection. For further information, contact the Bilingual Outreach and Advocacy Team at (213) 576-6878.

Reprinted from DRE Summer 2010 Bulletin

Did You Know?

The Department of Real Estate is a licensing and regulatory agency empowered to seek disciplinary action through the State Office of Administrative Hearings against licensees who violate specific sections of the State Business and Professions Code. The DRE is also empowered to file orders to desist and refrain against licensed and unlicensed individuals and entities. You may visit www.dre.ca.gov and click on the "Enforcement Actions" icon to see a report of actions for each month. Available on this report are the following listings: disciplinary actions initiated against real estate licensees; filed orders to desist and refrain from unlawful activities; deci-

sions on petition applications to reinstate/remove restrictions from licenses; applications for licenses that have been denied and/or were issued restricted licenses; and licenses that have been voluntarily surrendered.

By summer the DRE is hoping to expand on this effort and include additional information such as PDF documents specific to the complaint or action. SDAR will keep members updated as this platform is improved upon.



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PUSH TO CHANGE FEDERAL MORTGAGE INTEREST DEDUCTION DEFEATED BY REALTORS®!

By Scott Molloy

In late November of last year, there was a push to change the federal tax laws in ways that would affect taxpayers and corporations across the country. Of particular concern to REALTORS® was a proposal to reduce the mortgage interest deduction (MID). The proposal came from the co-chairs of President Obama's 18-member bipartisan Deficit Reduction Commission, former Clinton Administration chief of staff Erskine Bowles and former Wyoming Senator Alan Simpson.

Thanks to an aggressive drive by the National Association of REALTORS® (NAR) and local REALTOR® associations around the country, this proposal to change MID was soundly defeated at the commission level and never made it to Congress. Thanks to "Calls to Action" by NAR and local REALTOR® associations, more than 20,000 calls were made to local House representatives urging them to reject any reductions in the MID.

Efforts to change MID would send a chill through housing markets, NAR

2011 President Ron Phipps said in a letter to the commission chairs. Phipps added that REALTORS® would reject any tax law changes, including modifications to MID that would impair Americans' ability to own their homes and to invest in real estate. "The federal policy choice to support home ownership has been in the Internal Revenue Code since its inception," he said. "We see no valid reason to undermine that basic decision. Indeed, we believe that the only viable tax system is one that would continue to nurture home ownership."

It is likely that the federal MID will be a target again as a way to generate more tax revenue for the federal government's ballooning deficit. However, it is clear that REALTORS® will continue to stand united and ready to defeat such an effort. **SDAR thanks all of its local members who responded to the "Call to Action" to stop this proposal dead in its tracks!**

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Barbara Rapp
Mortgage Consultant
Renovation Specialist



Katie O'Sullivan
Mortgage Consultant
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HUNDREDS JOIN SDAR FOR ANNUAL INSTALLATION

On Saturday, January 15, nearly 500 REALTORS®, affiliates, and elected officials converged on the Hotel Del Coronado to honor the accomplishments of 2010 and celebrate the installation of SDAR's 2011 leadership.

An impressive showing of officials from all levels of government honored outgoing President Mark Marquez for his accomplishments in 2010. Mark shared his appreciation for the support he received throughout his term and delivered well wishes for the 2011 Leadership Team.

City of San Diego Councilmember Kevin Faulconer took to the stage to

install the 2011 officers, directors and, of course, SDAR's new President, Bob Kevane. After being sworn in, Bob shared his words of wisdom, goals for the year, and thanked his family and friends for the support over the years.

Thank you to all who attended and helped make the night a wonderful celebration. The event would not have been possible without our generous sponsors: Bank of America Home Loans, Bernardo Moving and Storage, Liberty Mutual Insurance, New American Mortgage, Sandicor, San Diego Union-Tribune/SignOnSanDiego.com, USE Credit Union, and Wells Fargo Home Loans.



2011 Officers take the oath of office.



Robert Kevane is installed as 2011 President.



2011 Board of Directors being sworn in.



Outgoing President Mark Marquez receives accolades from elected officials.

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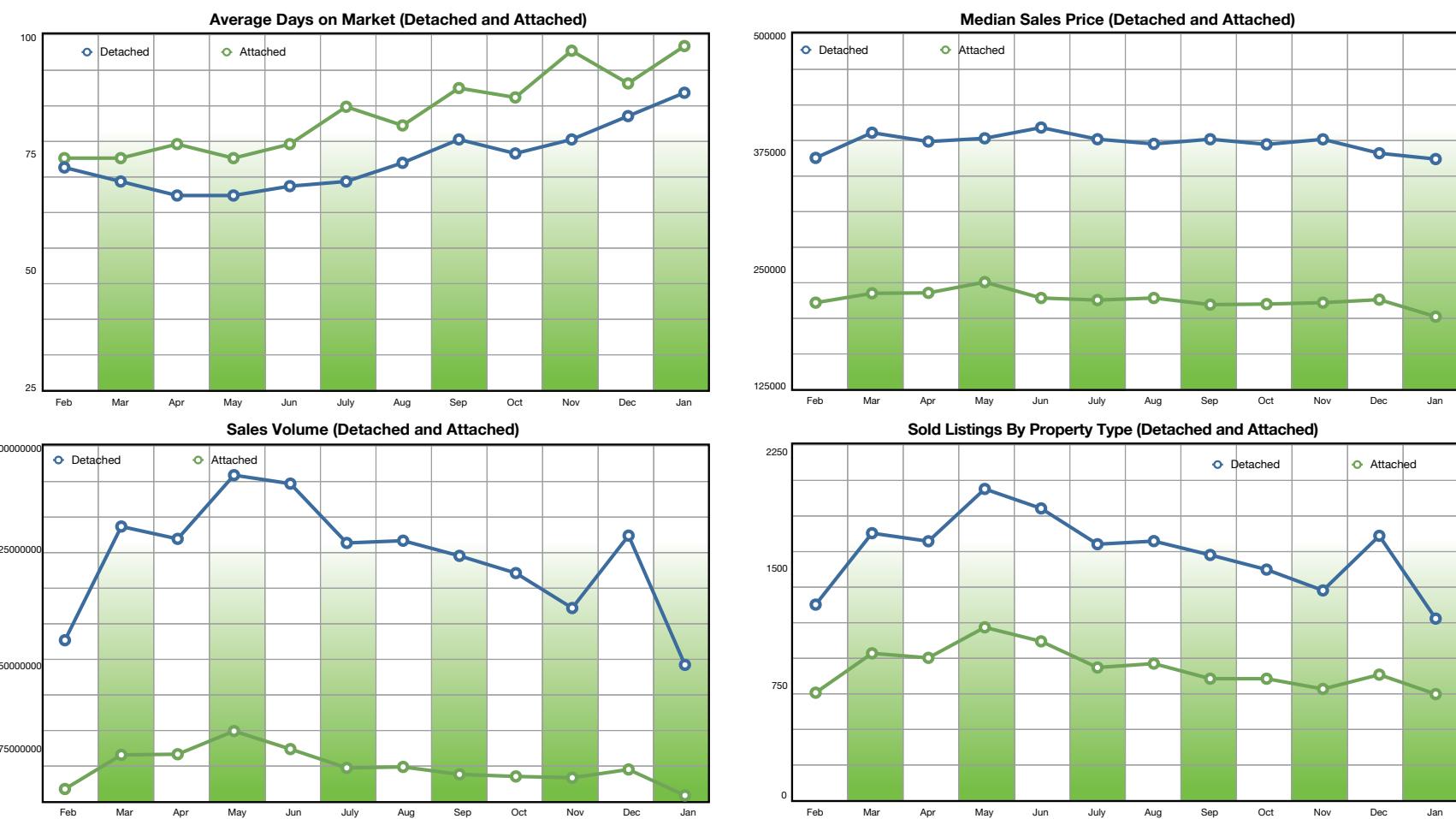
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JANUARY STATISTICS DETACHED HOMES

Current Year - 2011								Previous Year - 2010								Current Year - 2011										
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*				
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD			
91901	Alpine	5	5	76	76	\$384,000	\$384,000	8	8	175	175	\$375,000	\$375,000													
91902	Bonita	10	10	66	66	\$470,000	\$470,000	9	10	90	88	\$530,000	\$540,000													
91905	Boulevard	0	0	0	0	\$0	\$0	1	1	77	77	\$125,000	\$125,000													
91906	Campo	6	6	61	61	\$161,200	\$161,200	3	3	64	64	\$180,000	\$180,000													
91910	Chula Vista	19	19	120	120	\$320,000	\$320,000	21	24	61	57	\$325,000	\$325,000													
91911	Chula Vista	34	34	108	108	\$281,500	\$281,500	29	31	65	66	\$312,000	\$310,000													
91913	Chula Vista	30	30	114	114	\$390,000	\$390,000	31	40	79	73	\$355,000	\$357,500													
91914	Chula Vista	11	11	39	39	\$485,000	\$485,000	14	14	66	66	\$570,000	\$570,000													
91915	Chula Vista	27	27	82	82	\$376,000	\$376,000	16	18	63	61	\$349,500	\$349,500													
91916	Descanso	1	1	7	7	\$220,000	\$220,000	1	1	25	25	\$227,500	\$227,500													
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0													
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0													
91932	Imperial Beach	4	4	70	70	\$330,000	\$330,000	10	11	41	37	\$273,500	\$297,000													
91934	Jacumba	2	2	35	35	\$34,250	\$34,250	1	1	17	17	\$13,000	\$13,000													
91935	Jamul	4	4	69	69	\$350,450	\$350,450	8	8	106	106	\$411,250	\$411,250													
91941	La Mesa	13	13	66	66	\$425,000	\$425,000	13	13	73	73	\$405,000	\$405,000													
91942	La Mesa	9	9	49	49	\$340,000	\$340,000	6	8	57	42	\$297,000	\$297,000													
91945	Lemon Grove	12	12	70	70	\$203,950	\$203,950	13	14	82	79	\$245,000	\$252,500													
91948	Mount Laguna	0	0	0	0	\$0	\$0	1	1	177	177	\$96,600	\$96,600													
91950	National City	24	24	106	106	\$225,000	\$225,000	16	18	66	80	\$186,750	\$184,000													
91962	Pine Valley	0	0	0	0	\$0	\$0	1	1	31	31	\$245,000	\$245,000													
91963	Potrero	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0													
91977	Spring Valley	26	26	101	101	\$272,500	\$272,500	31	34	70	70	\$299,000	\$299,500													
91978	Spring Valley	8	8	154	154	\$357,500	\$357,500	3	3	75	75	\$285,000	\$285,000													
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0													
92003	Bonsall	3	3	47	47	\$401,708	\$401,708	2	2	248	248	\$468,318	\$468,318													
92004	Borrego Springs	8	8	189	189	\$156,000	\$156,000	3	3	199	199	\$138,500	\$138,500													
92007	Cardiff By The Sea	4	4	77	77	\$725,000	\$725,000	3	3	126	126	\$577,000	\$577,000													
92008	Carlsbad	6	6	110	110	\$492,500	\$492,500	7	7	56	56	\$682,500	\$682,500													
92009	Carlsbad	27	27	99	99	\$685,000	\$685,000	25	31	64	66	\$725,000	\$720,000													
92010	Carlsbad	10	10	96	96	\$547,495	\$547,495	3	4	22	18	\$438,000	\$489,000													
92011	Carlsbad	14	14	73	73	\$692,000	\$692,000	4	4	59	59	\$747,500	\$747,500													
92014	Del Mar	5	5	123	123	\$1,275,000	\$1,275,000	6	6	90	90	\$1,050,500	\$1,050,500													
92019	El Cajon	20	20	124	124	\$315,000	\$315,000	14	14	120	120	\$415,000	\$415,000													
92020	El Cajon	16	16	73	73	\$359,500	\$359,500	18	19	53	51	\$282,000	\$280,000													
92021	El Cajon	19	19	73	73	\$310,000	\$310,000	23	25	101	102	\$285,000	\$297,500													
92024	Encinitas	19	19	80	80	\$840,000	\$840,000	21	21	48	48	\$770,000	\$770,000													
92025	Escondido	22	22	75	75	\$295,000	\$295,000	11	13	83	71	\$3														

JANUARY STATISTICS ATTACHED HOMES

Current Year - 2011								Previous Year - 2010								Current Year - 2011								Previous Year - 2010							
SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*		SOLD LISTINGS		AVG DAYS ON MARKET		MEDIAN PRICE*									
Zip Code	Market Area	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD	Mth	YTD						
91901	Alpine	3	3	238	238	\$110,000	\$110,000	2	2	154	154	\$170,250	\$170,250	3	3	69	69	\$290,000	\$290,000	1	1	40	40	\$305,000	\$305,000						
91902	Bonita	0	0	0	0	\$0	\$0	2	2	31	31	\$153,250	\$153,250	1	1	124	124	\$135,000	\$135,000	6	6	47	47	\$134,950	\$134,950						
91905	Boulevard	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	\$0	\$0	0	0						
91906	Campo	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	\$0	\$0	0	0						
91910	Chula Vista	14	14	110	110	\$185,000	\$185,000	11	13	108	94	\$189,900	\$180,000	17	17	140	140	\$135,000	\$135,000	17	18	63	60	\$146,500	\$141,750						
91911	Chula Vista	17	17	140	140	\$135,000	\$135,000	17	18	63	60	\$146,500	\$141,750	16	16	98	98	\$195,000	\$195,000	17	19	86	101	\$207,900	\$207,900						
91913	Chula Vista	8	8	94	94	\$227,000	\$227,000	6	8	268	216	\$209,760	\$209,760	16	16	151	151	\$226,000	\$226,000	8	11	94	100	\$211,000	\$240,000						
91914	Chula Vista	16	16	151	151	\$226,000	\$226,000	4	5	36	38	\$112,500	\$110,000	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91915	Chula Vista	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91916	Descanso	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91917	Dulzura	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91931	Guatay	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	3	3	240	240	\$205,000	\$205,000	4	5	36	38	\$110,000	\$110,000						
91932	Imperial Beach	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91934	Jacumba	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	1	1	22	22	\$170,000	\$170,000	2	3	172	141	\$143,000	\$150,000						
91935	Jamul	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	5	5	219	219	\$175,000	\$175,000	8	8	44	44	\$215,000	\$215,000						
91941	La Mesa	1	1	22	22	\$170,000	\$170,000	2	3	172	141	\$143,000	\$150,000	3	3	41	41	\$120,000	\$120,000	3	3	130	130	\$15,800	\$15,800						
91942	La Mesa	5	5	219	219	\$175,000	\$175,000	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91945	Lemon Grove	3	3	41	41	\$120,000	\$120,000	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
91948	Mount Laguna	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	4	4	108	108	\$124,000	\$124,000	10	11	54	49	\$144,950	\$140,000						
91978	Spring Valley	0	0	0	0	\$0	\$0	1	1	14	14	\$115,000	\$115,000	4	4	87	87	\$297,000	\$297,000	5	5	59	59	\$408,000	\$408,000						
91980	Tecate	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0	9	9	101	101	\$335,000	\$335,000	7	8	65	63	\$300,000	\$297,000						
92003	Bonsall	0	0	0	0	\$0	\$0	2	2	29	29	\$136,575	\$136,575	0	0	0	0	\$0	\$0	0	0	0	0	\$0	\$0						
92004	Borrego Springs	1	1	87	87	\$255,000	\$255,000	0	0	0	0	\$0	\$0	2	2	144	144	\$437,500	\$437,500	2	2	163	163	\$630,750	\$630,750						
92007	Cardiff By The Sea	2	2	144	144	\$437,500	\$437,500	0	0	0	0	\$0	\$0	50	50	135	135	\$109,000	\$109,000	10	10	59	59	\$168,500	\$168,500						
92008	Carlsbad	3	3	87	87	\$297,000	\$297,000	5	5	59	59	\$408,000	\$408,000	9	9	101	101	\$335,000	\$335,000	7	8	65	63	\$297,000	\$297,000						
92009	Carlsbad	9	9	101	101	\$121,000	\$121,000	9	10	128	116	\$135,000	\$124,000	4	4	84	84	\$170,000	\$170,000	14	16	116	116	\$425,000	\$425,000						
92010	Carlsbad	4	4	84	84	\$345,250	\$345,250	3	4	105	80	\$375,000	\$394,500	12	12	12	12	\$252,500	\$252,500	15	15	78	78	\$213,500	\$213,500						
92011	Carlsbad	3	3	42	42	\$410,000	\$410,000	4	4	48	48	\$488,000	\$488,000	9	9	87	87	\$103,000	\$103,000	9	9	93	93	\$103,000	\$103,000						
92014	Del Mar	5	5	166	166	\$407,622	\$407,622	1	1	123	123	\$887,500	\$887,500	15	15	144	144	\$437,500	\$437,500	12	12	132	132	\$310,000	\$310,000						
92019	El Cajon	9	9	135	135	\$109,000	\$109,000	10	10	59	59	\$168,500	\$168,500	12	12	109	109	\$96,250	\$96,250	19	22	106	105	\$96,000	\$95,750						
92020	El Cajon	16	16	109	109	\$96,250	\$96,250	19	22	106	105	\$95,750	\$95,750	15	15	101	101	\$335,000	\$335,000	7	8	65	63	\$179,800							



COMPARATIVE SALES - EXISTING HOMES - JANUARY 2011 SAN DIEGO COUNTY

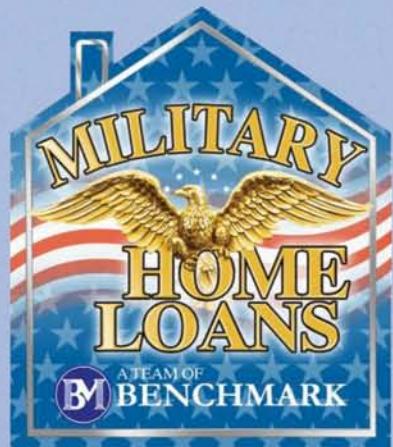
	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
1 Total Sales Volume January 2011	\$167,294,589	-13.805	-26.759	\$554,744,893	-1.125	-35.433
2 Average Sales Price January 2011	\$239,334	-9.366	-13.662	\$468,535	-2,962	-6.421
3 Median* Sales Price January 2011	\$200,000	-4.760	-8.360	\$368,750	1.300	-1.660
4 Sold Listings January 2011	699	-4.898	-15.170	1,184	1.893	-31.002
5 Average Days on Market January 2011	100	17.647	8.696	90	26.761	5.882
6 Total Sales Volume January 2010	\$194,088,850			\$561,054,450		
7 Average Sales Price January 2010	\$264,066			\$482,835		
8 Median* Sales Price January 2010	\$210,000			\$364,000		
9 Sold Listings January 2010	735			1,162		
10 Average Days on Market January 2010	85			71		

	ATTACHED			DETACHED		
	Sales	% Change from Prior Year	% Change from Prior Month	Sales	% Change from Prior Year	% Change from Prior Month
11 Total Sales Volume YTD 2011	\$167,294,589	-19.260		\$554,744,893	-7.786	
12 Average Sales Price YTD 2011	\$239,334	-7.709		\$468,535	-1.166	
13 Median* Sales Price YTD 2011	\$200,000	-4.070	N/A	\$368,750	2.430	N/A
14 Sold Listings YTD 2011	699	-12.516		1,184	-6.698	
15 Average Days on Market YTD 2011	100	16.279		90	26.761	
16 Total Sales Volume YTD 2010	\$207,202,211			\$601,581,970		
17 Average Sales Price YTD 2010	\$259,327			\$474,060		
18 Median* Sales Price YTD 2010	\$208,500			\$360,000		
19 Sold Listings YTD 2010	799			1,269		
20 Average Days on Market YTD 2010	86			71		

Copyright 2011 San Diego Association of Realtors. Data for single-family attached and detached home sales through the Multiple Listing Service of Sandicor, Inc. Neither SDAR nor Sandicor guarantees or is responsible for its accuracy. *The median home price is the price where half of the homes sold for more and half sold for less. It is a more typical price measure than average, which can be skewed high by a relative handful of million-dollar plus transactions.

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If you or someone in your office has a VA deal on 'life support', buyer or listing side, give us a call. We might be able to save your commission and you will be a hero to the clients!

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CONGRATULATIONS TO OFFICER JON GOEBEL

Buying a home came true with the help of the Everyday Heroes program

The San Diego Association of REALTORS® Ambassadors Foundation is pleased to announce the first San Diego Police Officer to become a homeowner in 2011 through the "Everyday Heroes" program.

Testimonial from Police Officer Jon Goebel:

In an era of economic challenges and uncertainty, purchasing a home for the first time is a daunting prospect. Growing up, I never thought it would be able to afford to purchase a home. As I entered a career in law enforcement, the prospect of purchasing a home became a realization.

I began to research and investigate different programs that were available to first time home buyers. After speaking with other police officers who had recently purchased homes, I was continually directed to the Ambassadors Foundation and their programs specific to Law Enforcement, San Diego Police Department for first time homeowners.

The Ambassador Foundation was a blessing; they were able to put me in touch with two amazing real estate agents, Anna Marzouk and Don Gardner. Both Don and Anna were focused and attentive to my specific needs and requests. They were completely focused on representing my best interests.

The Ambassadors Foundation and Lita LaGuire were always available to assist me with questions about the home buying process. With their assistance I was able to purchase a beautiful home in San Diego County. It has been a dream come true purchasing a home and would not have been possible without the assistance of The Ambassador Foundation and the San Diego Association of REALTORS®.

The Ambassadors Foundation "Everyday Heroes" program has one goal - to help the San Diego Police Officers become homeowners. By helping to promote and create homeownership for police officers through interest rate buy-downs, the men and women who protect and serve our communities can better afford to live in our city.

Stay tuned for our next upcoming event. SDAR will host the first annual Ambassadors Foundation Everyday Heroes Wine Tasting and Auction on April 1, 2011.



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CARAVAN CORNER

NEW DOWNTOWN CARAVAN

By Debbie Neuman

The Downtown Broker Caravan (Tour #8) is a recently restructured group of REALTORS® and affiliated service providers who support the downtown real estate community. Originally created in 2001 at the onset of the downtown real estate boom, January 2011 ushered in a 'new & revamped' format in a larger, welcoming venue selected for its ability to allow the members to network and socialize. The Panda Inn at Horton Plaza is now opening its doors to the group each Thursday morning at 8:30 for registration and networking. Three hours of validated parking is available on site, and the official meeting runs from 9:00 am to 10:00 am. Our caravan hours are from 10:00 am-12:30 pm for properties located in the 92101 zip code. Patterned after the "friendly and casual" Metro broker meeting, there is a nominal venue fee of \$3 per attendee plus \$1 per pitch. Coffee and tea are included and an optional breakfast may be purchased for \$5. The new format includes out-of-area pitches, relevant informational speakers, and good-of-the-order announcements. The deadline to input your listing for caravan is each Wednesday at 12:00 Noon.

We have had an amazing response since the first of the year with in excess

of 100 attendees each meeting. There is definitely a "buzz" downtown attributed to the new format and environment. Five committee members were elected by the regular supporters of the downtown group and are at the helm for six months. Besides me, they include Pat Edmondson of Willis-Allen, Francine Finn of Windermere Signature Properties, Richard Woods of Woods Real Estate Services, and Crystal Bonetto (affiliate member) of Heritage Escrow. Major kudos go to Eric Jones of Urban Real Estate, who was very instrumental in getting the newly structured meeting off the ground and for helping to make the transition an incredibly smooth one.

Our mission statement says it all: 'To provide the downtown and 92101 area's real estate companies, brokers and agents an equal voice and vote for providing a forum to all real estate agents and affiliate companies to showcase new listings, open house opportunities and affiliate services that support the real estate community.'

We welcome all visitors. Panda Inn is located on the top floor of Horton Plaza near Nordstrom's.

Debbie Neuman is a REALTOR® with Neuman & Neuman, Prudential CA Realty.

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SHHHHH - THE BEST KEPT SECRET AT SDAR IS THE INTERNATIONAL COUNCIL

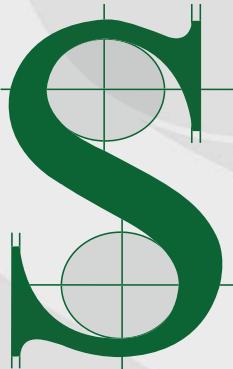
By Dianne Rath

All international real estate is local. Think about that statement for a minute. Then realize that buyers who come here from Canada, China, Japan, or Mexico are not familiar with our way of doing business in the United States. Wouldn't it be nice to have a little inside information to make that sale easier for all? Then there are your neighbors who tell you they want to buy a second home in France, Italy, Mexico or the like. How do you help them to make sure they are able to accomplish that safely and with a competent agent in that country?

This is where the International Council comes in. After several years of development, the International Council at SDAR took its first steps in 2010. I was honored to chair the council in its first year, which got off to a great start with informative networking events. All members of the committee are required

to be Certified International Property Specialists (CIPS). However, the educational and networking meetings are for all agents who want to get down to business but also have fun at the same time. Guest speakers provide fantastic information on a variety of subjects. We have had CPA's, lenders, and title representatives who all have some expertise in international real estate. We've even had a chef prepare international cuisine for our group, as well as real estate professionals visiting from Mexico.

Don't miss out in 2011. You will enjoy the networking and learn to work with a new type of clientele. For more information about the International Council, visit www.sdar.com and click on "Volunteer Committees & Departments" under the REALTORS®/Membership section. And keep an eye out for information on upcoming quarterly networking meetings.



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ARE YOU SHARING TOO MUCH ONLINE?

You may be revealing too much information on Facebook and other social websites that might be putting you in danger

In your efforts to better connect with prospects and customers on the web, could you be putting your personal safety at risk? It's a growing problem, according to Tracey Hawkins, a national safety expert based in Kansas City, Mo., and a consultant to major real estate companies.

"I'm seeing agents who want to show the world that they're busy and active, so they're oversharing information on networks like Facebook, Twitter, and Foursquare," Hawkins says.

The location of the restaurant where you're meeting a client or a link to the details of a property that you'll be showing could be used the wrong way by thieves or others who don't have your best interest in mind, she says.

Even posting your birth date and birthplace on Facebook can work against you, giving identity thieves key information they can use to access other personal data, according to the Privacy Rights Clearinghouse, a non-profit consumer organization.

Here are some more tips for playing it safe:

Vet your "friends." "If you allow pretty much anyone to see what you're doing and where you're going on vacation, you're making it too easy for criminals," Hawkins says.

Don't share sensitive information. Avoid posting your home address, your current whereabouts, and when you plan to be out of town.

Watch how you describe the property. Phrases like "vacant," "isolated," and "private setting," can be triggers for criminals.

Be selective about photos. A glam-

our shot or any photo showing flashy jewelry is never a good idea. Also, advise clients to stow away valuables before property photos are taken.

Monitor your privacy settings. Once you set some controls, Hawkins also suggests previewing your social networking pages as an anonymous user and finding out what information is being picked up by search engines.

"Anything that you post will more than likely be public at some point," Hawkins says. "The best strategy is to control the information that you put out there in the first place."

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MARK YOUR CALENDAR – 2011 EVENTS



MARCH 11 – 2nd Annual Spring Summit

APRIL 30 – Rebuilding Together

MAY 17 – SDAR Expo & Trade Show

AUGUST 24 – 3rd Annual Regional Real Estate Summit

SEPTEMBER 9 – Annual Meeting/Member Appreciation Day

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BUYER/SELLER OR LANDLORD/TENANT

Wednesday, February 23

Kimball, Tirey & St. John has long been the premier landlord/tenant law firm in San Diego, and now they are bringing that experience and information to SDAR and RMS members.

Course Topics

- Leases, repairs, receipts, evictions, notices and fair housing
- Do you give a 30-day or 60-day notice?
- What are the proper procedures for reviewing tenant applications?

- What if the seller wants to rent back? Do you need a lease?

Instructor: Lynn Dover, Esq.

Time: 9:00 a.m. – 4:00 p.m.

Location: Kearny Mesa Service Center
4845 Ronson Court, San Diego, CA 92111

Price:

RMS Members.....	\$80
REALTOR® Plus+ Members.....	\$85
SDAR REALTORS®.....	\$100
All Others.....	\$110

DRE Credits: 6 CP

SENIOR REAL ESTATE SPECIALIST - SRES DESIGNATION

Wednesday and Friday, February 23 & 25

Seniors are the fastest growing segment of the real estate market in the U.S. and own more real estate than any other group in the country. Yet seniors don't always have the expertise to make the best decisions about housing and investment options.

Course Topics

- Receive an overview of tax laws, probate and estate planning
- Help seniors make wise decisions about selling the family home,

buying rental property, managing capital gains, and tax implications of owning, buying & selling real estate.

- Identify the changing lifestyle needs of older property owners
- Learn the application of federal laws for the Housing for Older Persons Act (HOPA)
- Understand how Medicare, Medicaid, and Social Security impact real estate decisions for those 50 and older

Instructor: J. Alan Sappenfield, ABR, ABR/M, PMN, SRES

Time: 9:30 a.m. – 5:00 p.m.

Location: Coronado Service Center
1000 Orange Ave., 2nd Floor, Coronado, CA 92118

Price:

REALTOR® Plus+ Members.....	\$279.65
SDAR REALTORS®	\$329
All Others.....	\$399

DRE Credits: 12 CP

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UNDERSTANDING PERMITS & BUILDING CODES - NEW RMS ELECTIVE

Thursday, March 9

Understanding the context of local laws will give you a greater understanding of California Land Use Law and what impact this law may have on your clients. This class will open your eyes to city and county violations that may come back to haunt you long after the close of escrow.

Course Topics

- Understand where local government gets its authority
- General overview of Land Use Law to understand the context of local laws
- An overview of San Diego County and the incorporated cities
- An introduction to the City of San Diego Municipal Code
- A closer look at the City of San Diego Municipal Code provisions relevant to real estate sales and transactions
- Practical guidance on advice to clients regarding building codes/municipal code issues

Instructor: Jonathan Schneeweiss, JD, LLM

Time: 9:00 a.m. – 12:00 p.m.

Location: East County Service Center
220 West Main Street, El Cajon, CA 92020

Price:

RMS Members.....	\$30
REALTOR® Plus+ Members.....	\$33.15
SDAR REALTORS®	\$39
All Others.....	\$49

Visit www.sdar.com to register for these classes and many more!

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SDAR Education Schedule

LEGEND: KEARNY MESA SOUTH COUNTY EAST COUNTY CORONADO

Classes subject to change or cancellation.

Check www.sdar.com for current information.

R-Plus = REALTOR® Plus price

RMS = Risk Management Specialist price

FEB	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
17	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
17	Short Sales - Legal Pitfalls	9:30 am – 12:30 pm	\$24.65	\$29	\$29	\$39	NA	Mike Spilger, Esq.
17	Fusion MLS/Contact Mgr & Auto/Notification	9:00 am – 10:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
22	e-PRO® Training	9:30 am – 4:30 pm	\$84.15	\$99	\$99	\$109	NA	J. Alan Sappenfield
22	Confirmation Letters	9:30 am – 11:30 am	\$17	\$15	\$20	\$25	NA	Jackie Oliver, Esq.
23	Buyer/Seller or Landlord/Tenant	9:00 am – 4:00 pm	\$85	\$80	\$100	\$130	6 CP	Lynn Dover, Esq.
23 & 25	Senior Real Estate Specialist (Designation)	9:30 am – 5:00 pm	\$279.65	\$329	\$329	\$399	NA	J. Alan Sappenfield
24	Successfully Selling HUD Homes	9:00 am – 10:30 am	\$8.50	\$10	\$10	\$15	NA	Cory Shepard, Ismael Betancourt, Sam Dujowich
24	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
24	Fusion MLS/Contact Mgr & Auto/Notification	9:00 am – 10:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
28	Generation Buy (ABR Elective)	9:00 am – 4:00 pm	\$75.65	\$89	\$89	\$99	NA	J. Alan Sappenfield
MARCH	Class Name	Time	R-Plus	RMS	SDAR	Others	Credits	Presenter
1	QuickBooks®: Organizing Your Business	9:30 am – 12:30 pm	\$24.65	\$29	\$29	\$39	NA	Mike LaNier
2 & 3	Accredited Buyer Representative (Designation)	9:00 am – 12:00 pm	\$254.15	\$299	\$299	\$325	NA	J. Alan Sappenfield
8	Free MLS Training - Day 1	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
3	Tempo/Fusion MLS Tips & Updates	9:00 am – 10:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
9	Understanding Permits & Building Codes	9:00 am – 12:00 pm	\$33.15	\$30	\$39	\$49	NA	Jonathan Schneeweiss
10	A Broker's Platform to Success	9:00 am – 4:00 pm	\$58.65	\$69	\$69	\$89	NA	J. Alan Sappenfield
10	zipForm® Online Lab	9:00 am – 12:00 pm	\$29.75	\$35	\$35	\$42	NA	Kimber Backlund
10	Tempo/Fusion MLS Tips & Updates	9:00 am – 10:30 am	Free	Free	Free	Free	NA	Sandicor Trainer
10	Transaction Management Secrets	9:30 am – 1:30 pm	\$63.75	\$75	\$75	\$89	4CS	Diana Turnbloom
14, 16, 18, 21, 23	Spring Extravaganza	8:00 am – 6:00 pm	\$168.30	\$198	\$198	\$279	45 DRE Renewal	Various Instructors
15	Free MLS Training - Day 2	9:15 am – 4:30 pm	Free	Free	Free	Free	NA	Sandicor Trainer
17	Tempo/Fusion MLS Tips & Updates	9:30 am – 11:00 am	Free	Free	Free	Free	NA	Sandicor Trainer
21 & 22	Pricing a Property & The Rules of Marketing	Mar. 21: 9:00 am- 12:00 pm Mar. 22: 9:00am- 1:00 pm	\$89.25	\$89	\$105	\$131	7 CP	Jackie Oliver, Esq.
24	Successfully Selling HUD Homes	9:00 am – 10:30 am	\$8.50	\$10	\$10	\$15	NA	Cory Shepard, Ismael Betancourt, Sam Dujowich

For easy registration and more information, visit www.sdar.com or call (858) 715-8040



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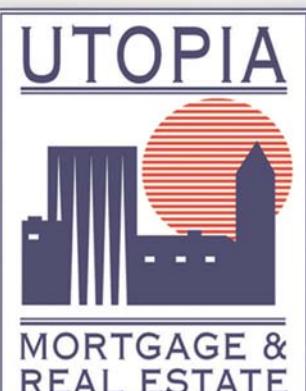
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MARCH 2011 CALENDAR OF EVENTS



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	SDAR COMMITTEE MEETINGS
		Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) QuickBooks® - Organizing Your Business 9:30 am–12:30 pm (Coronado)	Accredited Buyer Rep. (Day 1) 9:00 am–4:00 pm (Kearny Mesa)	Accredited Buyer Rep. (Day 2) 9:00 am–4:00 pm (Kearny Mesa) Tempo/Fusion MLS Tips & Updates 9:00 am–10:30 am (South County)			Bylaws 3:00 pm - 5:00 pm
6	New Member Orientation 8:30 am–2:30 pm (Kearny Mesa)	Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Free MLS Training (Day 1) 9:15 am–4:30 pm (Kearny Mesa)	Understanding Permits and Building Codes 9:00 am–12:00 pm (East County)	A Broker's Platform to Success 9:00 am–4:00 pm (Kearny Mesa) zipForm® Online Lab 9:00 am–12:00 pm (South County) Transaction Mgmt. Secrets 9:30 am–1:30 pm (Coronado) Tempo/Fusion MLS Tips & Updates 9:00 am–10:30 am (East County)	Spring Real Estate Summit 12:00 pm–2:00 pm (Town and Country Resort)	11	Board of Directors 8:30 am - 12:00 pm
13	SPRING EXTRAVAGANZA Real Estate Counseling 8:00 am–11:00 am Accumulating Assets 11:45 am–2:45 pm 1031 Tax Exchange 3:00 pm–6:00 pm	Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Negotiations 9:00 am–1:00 pm (Kearny Mesa) Free MLS Training (Day 2) 9:15 am–4:30 pm (Kearny Mesa)	SPRING EXTRAVAGANZA Short Sales & Foreclosures 8:00 am–4:45 pm File Documentation 5:00 pm–6:00 pm	Tempo/Fusion MLS Tips & Updates 9:30 am–11:00 am (Coronado)	SPRING EXTRAVAGANZA Understanding the New RPA-CA 8:00 am–11:00 am Fair Housing 11:45 am–2:45 pm Risk Management 3:00 pm–6:00 pm	18	Grievance 9:00 am - 11:00 am
20	SPRING EXTRAVAGANZA Trust Fund 8:00 am–11:00 am Accumulating Assets 11:45 am–2:45 pm 1031 Tax Exchange 3:00 pm–6:00 pm Pricing a Property and The Rules of Marketing (Day 1) 9:00 am–12:00 pm (Kearny Mesa)	Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) Pricing a Property and The Rules of Marketing (Day 2) 9:00 am–1:00 pm (Kearny Mesa)	SPRING EXTRAVAGANZA NAR Ethics 8:00 am–12:00 pm Agency 12:45 pm–3:45 pm Credit & Scoring 4:00 pm–6:00 pm	New Member Orientation 8:00 am–2:30 pm (Kearny Mesa) Successfully Selling HUD Homes 9:00 am–10:30 am (East County) zipForm® Online Lab 9:00 am–12:00 pm (Kearny Mesa)	GRI - Investment Property Analysis 8:00 am–5:00 pm (Kearny Mesa)	25	Professional Standards Exec. 12:00 pm - 2:00 pm
27	Android Smartphones 9:00 am–12:00 pm (Kearny Mesa) BlackBerry 101 for REALTORS® 1:00 pm–4:00 pm (Kearny Mesa)	Real Estate Exchangers 8:30 am–11:00 am (Kearny Mesa) HAFA Short Sales 9:30 am–5:30 pm (Coronado)	Certified Negotiation Expert (Day 1) 8:30 am–5:00 pm (Kearny Mesa) VA Seminar for REALTORS® 9:00 am–11:00 am (Kearny Mesa)	Certified Negotiation Expert (Day 2) 8:30 am–5:00 pm (Kearny Mesa)	Regional Real Estate Summit & Luncheon Friday, March 11 Town and Country Resort 12:00 - 2:00 p.m. <i>Find out more and register at www.sdar.com</i>	31	International Council 12:30 p.m. – 2:00 pm
28							Membership, Technology & Business Development 2:00 pm - 4:00 pm
29							Young Professionals Network 3:00 pm - 4:00 pm
30							Housing Opportunities 9:00 am - 11:00 am
							C.A.R./NAR Leadership 9:00 am - 11:00 am
							Government Affairs 9:00 am - 11:00 am

All classes/events subject to change or cancellation.



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